





COMPANY OVERVIEW

OVERVIEW: -

Paradise London are a fully integrated creative and promotional merchandising agency based in the West End. Our core aims are to provide brands and businesses with high end creative (across both the digital and print sectors) alongside marketing, PR, video/ motion production and branded material.

We opened Paradise London with the sole aim of sharing our design ideas and developments. The ability to create and publish these ideas for clients worldwide is remarkable; and something that we are very proud of. Our core agency values start with an undeniable passion for creativity, trusted personal working relationships and continually producing stylistic, visionary output for our clients.

CORE SERVICES: -

BRAND DESIGN

Conceptual Design
Brand Identity & Development
Full Campaign Creative
Rebranding & Logo design
Event branding & collateral
Print & production
Packaging

DIGITAL

Website Design
Mobile Applications
E-Commerce Solutions
SEO Strategy
Motion Design
Bespoke Digital Branding
Digital Marketing Collateral

VIDEO & MOTION

Titles / Motion Graphics
Animation Creative
Video Production
Post-Production
Filming & Art Direction
Sound & Set Design
Concept Development

PHOTOGRAPHY

Retouching & Editing
Models & Casting
Live Shooting
Event Photography
Product Photography
Campaign Photography

VALUES & COMPANY ETHOS: -

- Young, energetic and innovative agency environment
- High end, premium creative output
- Dynamic, motivated and 'above-and-beyond' thinking towards our clients
- Collaborative team approach across all business areas

CONTACT: -

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BUSINESS DEVELOPMENT MANAGER OVERVIEW

OVERVIEW: -

The role available is for a Business Development Manager at Paradise London. The position will require working in collaboration with both the Creative and Merchandise teams. The main objective within the role is to generate new business through means of proactive calling, emailing, networking and general promotion of the company to potential clients. The position will require a high level of confidence and professionalism when meeting new clients, and in maintaining these relationships. The role will require somebody exceptionally organised with strong time management skills in order to comfortably manage lead times, work with suppliers and handle various administration duties. All resulting new business is accompanied by a commission based incentive (in addition to the basic salary.) In summary we are looking for a dedicated, motivated and proactive Business Development Manager to join and enhance the Paradise London team.

JOB REQUIREMENTS: -

The sales element requires someone:

- Confident, driven and well presented with previous sales experience
- With some understanding of the promotional/ branded merchandise and marketing/design markets
- Experienced in phone sales, with a confident and polite etiquette to generate prospective client meetings and new enquiries
- Creatively minded, proactive in generating new sales leads and enthusiastic about new directions and styles of business growth
- Sociable and able to 'read the room' (understand clients' needs and speak confidently about the company)
- Experienced in basic Microsoft Office packages (Word, Excel, PowerPoint and Outlook)
- With good English grammar skills (for e-mail communication) and Mathematical ability (for quotes and administration)
- Familiar with general administration processes (and willing to learn how the Paradise London supply chain functions)
- Able to confidently manage clients/ deadlines, organise projects and maintain a consistent high quality of customer service

(All of the above is to be accompanied by good time management and organisation, with an enthusiastic and motivated work ethic.)

OFFICE LOCATION / TRAVEL: -

The Paradise London office is based on Drury Lane, London. The location is easily accessible by tube (Tottenham Court Road being the nearest) but is also walkable from London Waterloo. There is also pay-per-day parking available a short distance from the offices (situated outside of the congestion charging zone.)

WORKING HOURS / ETIQUETTE: -

We have both part time and full time positions available for the above role. Our main aim is to provide a motivated, creative and engaging work environment so flexible working hours are available if needed.

SALARY: -

Basic salary: £TBC + commission (uncapped)

Sales Commission (uncapped): 15% of the net profit made on all new business brought on (for both the Creative and Merchandise areas of the business.) Monthly floor limit applies. Full commission information available on completion of first interview. We hope the above position is of interest to you. If you have any further questions at this moment in time please get in touch.

